

**TESTIMONY IN OPPOSITION TO SB 207**

Insurance Auto Auctions, Inc.

**BUSINESS & LABOR**  
EXHIBIT NO. 7  
DATE 1-20-09  
BILL NO. SB 207

January 20, 2009

Good morning Mr. Chairman and Committee Members,

My name is Erik Walden. I am the Area Manager for Insurance Auto Auctions, Inc. With me today is Brent Wundrow, who supervises our operations in Billings and Missoula. We are here today to speak in opposition to SB 207.

IAA was founded in 1982. We arrange for the sale of total-loss vehicles acquired by insurance companies through the settlement of claims. More specifically, we pick up and store vehicles, facilitate the transfer of sale documents, and auction salvage vehicles for our clients. IAA does business in 48 states. In Montana, we have the two facilities that Brent is responsible for, one in Billings and one in Missoula.

As I understand it, the only purpose for this bill is to lower the price of total-loss vehicles for the benefit of auto salvage yards in Montana. The bill would accomplish this goal by creating a licensing requirement for buyers. In our business this is called "bid card" legislation. This bill goes beyond other bid card statutes by creating a monetary disincentive for out-of-state buyers who would not be eligible to recover the tax credit proposed for in-state applicants.

SB 207 would hurt our business. We depend on commissions from the sale of total-loss vehicles acquired by insurance companies that settle claims from their customers. Presently, about 65% of the vehicle sales arranged by IAA are to in-state buyers. Of the 35% sold out-of-state, about 3% are to foreign buyers. The immediate and predictable effect of this bill would be to eliminate thousands of potential internet buyers who might bid on vehicles from Montana, but will not apply for a license to do so. Less competition from buyers means lower prices, resulting in smaller commissions.

SB 207 will also hurt Montana insurers by reducing the amount of money that is recovered from the sale of total-loss vehicles acquired by insurance companies through the settlement of claims. Ultimately, this may put upward pressure on insurance rates, which is bad for all Montana residents.

In addition, though no fiscal note is available, it seems likely Montana residents will be asked to pay for an expensive new government licensing program at a time when state revenue is shrinking. So, the proponents of this bill are asking the government to spend scarce tax dollars to create an unnecessary, anti-competitive government licensing program intended to reduce free-market competition at the expense of my company and others located and doing business in Montana. This bill should not be enacted.

When you take the time to understand the nature of the used auto parts business you will see that this is not only unfair, it takes Montana in the wrong direction in a business that is increasingly dependent on the internet.

Most of the total loss vehicles we sell go to used part dealers. The proponents of this bill are in the business of selling used auto parts. Virtually all of them sell parts on the internet. Each of the first three Montana based auto salvage yards that I checked offer used parts to internet buyers and I have attached copies from their web pages.

Just as the sale of parts has moved to the internet, the sale of salvage vehicles has moved to the internet. As a result, auto auctions have transformed from a live sales, where buyers show up in person, to a virtual sale, where buyers log on remotely. This has increased competition and makes it almost impossible for states to administer and enforce bid card requirements. There is simply no easy way to confirm that a buyer is one of the two designated buyers called for in SB 207.

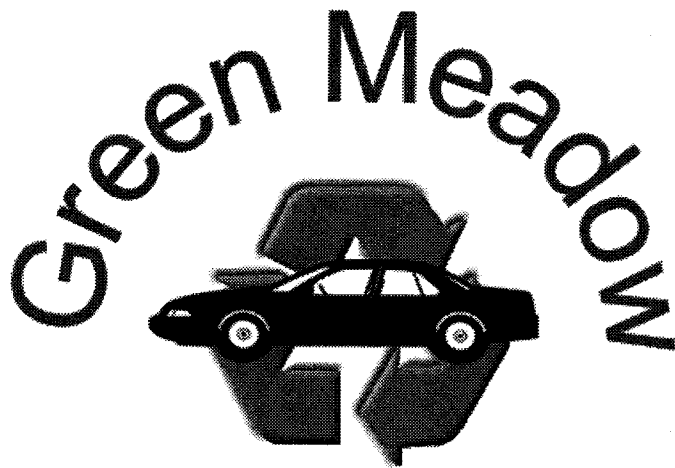
In recognition of changes in the auto auction industry, a number of states have or soon will repeal bid card requirements. Since 2007 Illinois (Public Act 95-0783), Louisiana (Act No. 257), Oklahoma (SB NO. 577) and Missouri (SB 82) have all repealed bid card requirements. This year other states including Utah are considering bills to do the same.

In summary, IAA is asking you to vote against this bill. The Legislature should not spend general funds on a licensing program that is designed to provide an unfair competitive advantage to few businesses at the expense of our business.



---

Erik Walden, Area Manager  
Insurance Auto Auctions  
10131 Garrymore Lane  
Missoula, MT 59802  
(406) 542-3442



**Auto Salvage  
Helena, MT**

[Email](#)

[Parts Search](#)

7313 Green Meadow Dr.  
Helena, MT 59602

Open:

Monday - Friday  
8:30am - 5:30pm

Mountain Time

90 Day Warranty      In Business Since 1976

We handle Domestic and Asian Auto and Truck  
Parts. We have a large selection of Domestic Pickup  
Parts.



Phone: 406-458-9204

Fax: 406-458-9940

Toll Free: 800-345-5695

© 2001 Green Meadow Auto Salvage





Phone: 406-458-9204

Fax: 406-458-9940

Toll Free: 800-345-5695

### Inventory Search

Select Year

Select Make/Model

Select Part

**SEARCH**

This Service uses Car-Part Interchange  
By clicking on "SEARCH" you agree to [Terms](#).  
© 1997-2008 Car-Part.com

[About Us](#) | [myManta](#) | [FAQ](#) | [View Cart](#)Login: Not a member? [Learn more.](#)Monday, Jan. 19, 2009  
57,460,826 companies**Is Your Company on  
Manta? Lock in a Top Spot.**

COMPANIES: U.S., U.S. Public, Australia, Canada, U.K., Worldwide

RESOURCES: Jobs, Report Finder, Vendor Quotes, Free Advertising

**Search**

BUSINESS CENTERS: Small Biz, Sales Expertise, HR, Travel, Career, Tech

[Company Profiles](#) > [Find Companies](#) > [Chinook, MT](#) > [Transportation & Shipping](#) > [Motor Vehicle Parts, Used](#) > [Automotive parts and supplies, used](#) > [Eastside Auto Salvage Company Profile](#)[Go to myManta](#)[Add Company To List](#)[Set Company Alert](#)

## Eastside Auto Salvage

9th St E, Chinook, MT 59523

**Contact Phone:** (406) 357-3251**URL (web address):****Business Category:** Mtr Vhcl Prts Used in Chinook, MT**Industry (SIC):** Motor Vehicle Parts, Used

Ads by Google

[New and Used Auto Parts](#) Choose from a list of businesses in and around Tygart Valley[Auto Parts -Free Shipping](#) Buy Discount Auto Parts Online. Save off Dealer Prices![Used Auto Parts](#) Research, Reviews, Pricing & More. Auto Discounts.

The ads are not affiliated with Eastside Auto Salvage

### Business Information

This company profile is for the private company Eastside Auto Salvage, located in Chinook, MT. Eastside Auto Salvage's line of business is mtr vhcl prts used.

**Company Name:** Eastside Auto Salvage [Is This Your Company?](#)**Address:** 9th St E, Chinook, MT 59523 ([Map](#))**Alt Business Name:****Location Type:** Single Location**Est. Annual Sales:** \$97,000**Est. # of Employees:** 2**Est. Empl. at Loc.:** 2**Year Started:** 1991**State of Incorporation:****SIC #Code:** 5015**Contact's Name:** Terry Moxley**Contact's Title:** Owner**NAICS:** Motor Vehicle Parts  
(Used) Merchant  
Wholesalers

#### [Auto Parts -Free Shipping](#)

Buy Discount Auto Parts Online. Save off  
Dealer Prices!  
[www.autopartswarehouse.com](#)

#### [Used Auto Parts](#)

Research, Reviews, Pricing & More. Auto  
Discounts.  
[www.Edmunds.com](#)

#### [Auto Parts & Accessories](#)

Save on auto parts and accessories - buy  
direct from JCW online store.  
[www.Jcwhitney.com](#)

Ads by Google

Data above provided by D&amp;B.

# AF&T AUTO PARTS & RECYCLING

AF&T



WE PAY MONEY FOR YOUR BROKEN DOWN CARS!!!



Page 80 Saturday, January 17, 2003

# INDEPENDENT RECORD

## Recreation Boats

1995 Mercury Tracker 60 HP. Comes with 2006 Shorelander trailer. Price reduced. \$3000.  
Call 459-8508

## Recreation Motorcycles, ATVs, Snowmobiles

2001 Polaris 800 RMK. good condition. runs strong, with extras including nos and new track. \$2000 call 227-5823

2004 Frontier by KZ model 2505 pull trailer. \$10,000/obo. 2006 20' Searay 200 Sundeck, super clean, garaged. \$26,000/obo. 431-4256

2001 Skidoo. custom paint, new 2" track, plus \$1,000 of extras. 600, but runs like an 800 with tune pipe \$2,900. 439-5504.  
2-1983 Polaris Trail 440s. Run great. \$1200 obo. or trade ? Call 431-2566 for more info.

## Automotive Auto Parts/Accessories

American Standard Lifestyle corner whirlpool tub never installed \$800.  
Fezner 60,000 blu shop heater \$100.  
Hypertech III programmer for 2002  
Ford Powerstroke \$100.  
2001 Powerstroke air/cleaner assy. w/ K&N drop in filter \$50. Super single waterbed \$50.  
Call 439-6855

## Automotive Autos

2004 Grand AM, 4 dr., SE V-6, PW, PL, Cruise, Air, Tilt, Power Seat, Aluminum wheels, 54,000 miles, excellent condition. Clean retail book almost \$9,000, must sell, \$6,999 obo. Call 459-6222.

## Great toy at a Great price!

## Automotive Autos

1999 BMW 740i, gorgeous, loaded, luxury car, adult owned, leaving for Afghanistan, must sell, \$6700/obo. 459-5962

## Automotive Autos

97 Buick Park Avenue, comfort car. New tires & battery in December, mechanically sound, good transportation. \$1,000 495-9557

## Value Auto Sales

stereo system. \$7,000 OBO.  
CALL 406.570.9811

## Value Auto Sales

Hyundai Elantra GLS 2007, 4cyl. auto, cdplayer, xm, ipod jack, pwr windows & locks, tilt, cruise, 30+ MPG, 20K miles

Martin Luther King, Jr Day Blow Out Sale!  
\$11,999

## Automotive Autos

Lexus IS 300 2004 inline 6, auto/manual shift, leather heated seats, sunroof, 6disc/trape, 29 MPG. 1owner, non-smoker, tinted windows, pwr locks & windows. Super sharp with only 44K miles. wow! NADA \$18,675 + \$2,100 for low miles. Total \$20,775.

## Automotive Autos

Toyota Camry LE 2002 Sedan pwr windows & locks, tilt cruise, cd player, clear bra 1 owner, 4cyl, 5spd with only 56k miles. Very clean car that retails for \$11,775.

## Automotive Classics

1967 Chevy Camaro SS, 327 V-8, 4-speed. Exc. cond. Serious inquiries, only 406-449-0889 \$20K obo

## Automotive SUV's

Ford Explorer 1994 4 door AWD -Auto, Cloth, loaded. Runs Great! \$3,295

442-5559  
1732 N Montana Ave  
2004 Ford Explorer XLT V8, Chrome grill guard & chrome running boards, towing pkg, Silver Light grey interior cloth, pwr windows & seats, AM/FM/CD, 59,400 miles. Immaculate! \$10,900. obo. Call 439-9234

1969 Plymouth Roadrunner-New 440 & original 383- 4 spd -58K- runs good -100k good. \$22,500 OBO 406-949-4787

## Vehicle Repair & Service

Tune-ups • Brakes • Clutches - Differentials • Cooling Systems • Engine Light Scanning System • Oil Leaks • Fuel Pumps - Etc.

Hazen Repair & Custom Exhaust 443-7845 2296 Euclid Ave.

## Value Auto Sales

GMC Yukon SLT 2005 4x4, leather heated seats, sunroof, quad cap seats, rear entertainment running boards, tow pkg, cd player fully loaded only 62K miles. NADA retail \$18,600. pwr sunroof \$575, rear caps \$200. entertainment \$575. Call 439-9234

## Value Auto Sales

1988 Chevy Suburban, 4X4, locking hubs, 350 engine, auto trans, a/c front and back, 151K miles. Reliable, cannot race. Call 439-9234

## Value Auto Sales

99 GMC Suburban SLT, 3/4 Ton, 4x4, Leather, 3rd row, CD player, Extremely clean. Only 111K miles. Local Trade. Only \$6999

Value Auto Sales 40 W. Custer Ave 459-4777

## Value Auto Sales

40 W. Custer 459-4777

## Value Auto Sales

Pontiac Grand AM GT 2004 V6 iam, air, auto, cd player, pwr windows & locks tilt, cruise Has it all. Only 38K miles. 30MPG.

Martin Luther King, Jr Day Blow Out Sale! \$7,999

Value Auto Sales 40 W. Custer 459-4777

next to the fairgrounds

## Value Auto Sales

Hyundai Elantra GLS 2007, 4cyl. auto, cdplayer, xm, ipod jack, pwr windows & locks, tilt, cruise, 30+ MPG, 20K miles

Martin Luther King, Jr Day Blow Out Sale!  
\$11,999

## Value Auto Sales

Chevrolet Impala LTZ 2006 LOADED, leather heated seats, BOSE 6 disc CD system, pwr seats, pwr windows, pwr locks, tilt, cruise, wheels. This car is extremely clean. 41K miles, non smoker. Will be hard to find one any

Quest by Jayco 2003 model 244B, rear bunks, front queen bed, a/c, awning. This bumper pull is a local trade in.

## THE BOAT SHOW

"MONTANAS BOAT BUYING EVENT OF THE YEAR" HELENA, MT JANUARY 23-25TH FOR INFO CALL 443-6400 OR 266-5700  
www.mtbboatshow.com

## Recreation Motorcycles, ATVs, Snowmobiles

2001 RMK800 156, new motor, lots of add ons. \$2,800 obo. 1997 Polaris 440 Liquid, exc cond. \$1,200 obo. Both low miles. 431-5265

## Value Auto Sales

stereo system. \$7,000 OBO.  
CALL 406.570.9811

Quest by Jayco 2003 model 244B, rear bunks, front queen bed, a/c, awning. This bumper pull is a local trade in.

1997 Arctic Cat 680, EFI, rebuilt engine, heated hand grips, runs great, good condition. \$2,200obo. 461-0745

2003 Kawasaki Prairie 650 w/ Trailer. Low hours, 650 miles. \$4000 OBO. Contact 406-581-3295

2007 Arctic Cat M8, EFI 162". Less than 550 miles. Asking \$7,700 OBO! Call 459-8298 for more info.

1997 Yamaha Blazer 4x4 Special Edition. 1976 Jeep. Bad transmission. 225-3901

2004 Frontier by KZ model 2505 pull trailer, \$10,000obo. 2006 20' Searay 200 Sundeck, super clean, garaged, \$26,000obo. 431-4256

Recreation Aircraft PRIVATE PILOT GROUND SCHOOL, Jan 20 through Feb. 26, 6:30 - 9:30 p.m. Tuesdays & Thursdays, \$200 includes materials. 443-0066. Vetter Aviation

2001 Skidoo 800 Himark 151". 1997 Yamaha V-Max 600, 136", 1990 Phazer II, electric start, 1996 3 place aluminum Rave trailer. \$5,000obo. 442-4954 or 439-7150.

'05 Honda Rubicon w/snowplow, 250 mi. \$3,500, '08 Polaris RZR, softtop, windshield, TP wheels and tires \$10,500 439-0851

1994 Arctic Cat 680, rebuilt engine, heated hand grips, runs great, good condition. \$2,200obo. 461-0745

2003 Kawasaki Prairie 650 w/ Trailer. Low hours, 650 miles. \$4000 OBO. Contact 406-581-3295

2007 Arctic Cat M8, EFI 162". Less than 550 miles. Asking \$7,700 OBO! Call 459-8298 for more info.

1997 Yamaha Blazer 4x4 Special Edition. 1976 Jeep. Bad transmission. 225-3901

1995 Eagle Talon, 4-cyl, 5 speed trans, with New head, clutch etc. Half-back asking \$2200 obo. Please call 465-1521

1998 Explorer XLT 77K, AWD, 4 dr, Leather, Moonroof, CD Changer, Snow & All Weather Tires, runs great. KBB \$5500, sell for \$5000. 406-580-4843

2000 Ford escort, 4-cyl automatic trans, 109,000 miles, power windows etc. Asking \$3000. obo. Please call 465-1521

Value Auto Sales 40 W. Custer Ave 459-4777

2005 12' enclosed utility trailer \$2,800. 461-5693

Auto Parts/Accessories 4 Bridgestone Blizzak snow tires, P235 50P18 97V, less than 3,000 miles. \$350. 558-4650

4 Goodyear Studded Snow Tires, 16.5" rim, \$125. 461-4867

4 Studded snow tires, 215/65R15. Like new, \$225obo. 442-7638

92 Jeep Cherokee AWD Runs great, needs front body work. \$800 obo. 99 Mercury Tracer, needs TLC, good body. \$500 obo. 85 Fiero body, make offer. May take payments. Call 422-5110 or 594-8747.

2002 Kia Riosedan, 4 dr, 1wd, 63k miles. 5 sp manual, seals 5, ex cond, set of studded snow tires incl. excellent mpg. reduced \$4200.00 obo 406-266-3568 leave message.

1994 Olds Cutlass Clera, 4 door, 3.1 L, new Michelin tires, 25 mpg, 164,300 miles. Very dependable. \$1,695obo. 1988 Jeep Grand Wagoneer, 4WD, 360 V8, dependable, like new LT tires, great hunting rig! \$1,595obo. 227-2246

1996 Olds LSC, 3.8 liter, auto, tinted glass. New all season tires & water pump. Great condition. \$2,100 obo. 459-9790

2000 Toyota Celica GT great condition, new transmission & clutch. \$4990. Call 461-0415

1993 Subaru Outback Wagon, 4x4. Nice shape. Must sell. \$3950. Call Gary 447-9729

2006 Subaru Outback 2.5i, 48K miles, heated seats, AWD, New Tires, Excellent Shape. \$15,500. 459-7249

2007 Subaru Legacy 31,000 miles, 4 brand new tires, Kelly Blue Book \$17,950. Asking \$16,000 Call 459-9541

2007 Subaru Impreza, awd, mini cond. 13,000 miles, below book & \$18,900. Call 439-1193

2007 Subaru Legacy 31,000 miles, 4 brand new tires, Kelly Blue Book \$17,950. Asking \$16,000 Call 459-9541

2006 Subaru Outback 2.5i, 48K miles, heated seats, AWD, New Tires, Excellent Shape. \$15,500. 459-7249

1993 Subaru Outback Wagon, 4x4. Nice shape. Must sell. \$3950. Call Gary 447-9729

2000 Toyota Celica GT great condition, new transmission & clutch. \$4990. Call 461-0415

1996 Olds LSC, 3.8 liter, auto, tinted glass. New all season tires & water pump. Great condition. \$2,100 obo. 459-9790

2000 Toyota Celica GT great condition, new transmission & clutch. \$4990. Call 461-0415

1997 GMC Yukon, 4DR 4WD, 113,000 miles. Some minor body damage, but it runs great. \$2,900 Call 406-539-6551

1997 Ford Explorer 1997 5spd, 4x4, 12door \$3,695

1990 Toyota Land Cruiser, 4x4, 6 cyl, auto, pw, pl. Must sell \$4950. Call Gary 447-9729

Value Auto Sales 40 W. Custer Ave 459-4777

Value Auto Sales 40 W. Custer Ave 459-4777

Value Auto Sales 40 W. Custer Ave 459-4777

Value Auto Sales 40 W. Custer Ave 459-4777

Value Auto Sales 40 W. Custer Ave 459-4777

1997 GMC Yukon, 4DR 4WD, 113,000 miles. Some minor body damage, but it runs great. \$2,900 Call 406-539-6551

1997 GMC Yukon, 4DR 4WD, 113,000 miles. Some minor body damage, but it runs great. \$2,900 Call 406-539-6551

1997 GMC Yukon, 4DR 4WD, 113,000 miles. Some minor body damage, but it runs great. \$2,900 Call 406-539-6551

1997 GMC Yukon, 4DR 4WD, 113,000 miles. Some minor body damage, but it runs great. \$2,900 Call 406-539-6551

1997 GMC Yukon, 4DR 4WD, 113,000 miles. Some minor body damage, but it runs great. \$2,900 Call 406-539-6551

1997 GMC Yukon, 4DR 4WD, 113,000 miles. Some minor body damage, but it runs great. \$2,900 Call 406-539-6551

1997 GMC Yukon, 4DR 4WD, 113,000 miles. Some minor body damage, but it runs great. \$2,900 Call 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

Value Auto Sales 40 W. Custer Ave 406-539-6551

ROB'S EASY AUTO SALES

This might come as a surprise IT'S A GREAT TIME TO BUY A CAR News reports all over North America are reporting RIGHT NOW is a great time to buy a car. Sound intuitive in light of the recent economic headlines? Consider: Incentives have never been better. Discounts rebates and dealer allowances can reduce price on a new car. Interest rates are near historic lows, with some manufacturers offering interest as low as 0%